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DOING BUSINESS IN THE PACIFIC RIM



ONTARIO'S BUSINESS
More than Competitive!

MINISTRY OF INDUSTRY, TRADE AND TECHNOLOGY

MINISTRY OF INDUSTRY, TRADE AND TECHNOLOGY



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HOW THIS BROCHURE WILL HELP YOU

This brochure – published by the Ministry of Industry, Trade and Technology (MITT) – has been written to help Ontario companies that are thinking of doing business in the Pacific Rim.

Its main purpose is to give those companies a glimpse of the potential that the Pacific Rim represents, and to introduce them to ten of the countries that make up the Pacific Rim area. (China and Hong Kong are described in other Government of Ontario publications).

THE POTENTIAL OF THE PACIFIC RIM AREA

For many Ontario business people, the prospect of selling to the Pacific Rim will appear as a major challenge. The ten countries there, ranging from Australia and New Zealand in the South to Japan and South Korea in the North, represent diverse cultures, a mix of languages, and varying degrees of economic development.

But consider the possibilities. Think of a group of national markets that, collectively, are two-thirds the size of the U.S. market and almost three-quarters the size of the European market.

Think of a region with an extraordinarily wide range of industrial and commercial needs – everything from electric power transformers and oil and gas drilling equipment, through to auto parts, shoes and petrochemicals.

The Pacific Rim economies may not be consumer-oriented ones like those in North America, but many of them are vastly wealthy and able to afford any product or service an Ontario company has to offer.

Remember, too, that the various economies have been growing at rates that regularly exceed 5% or more, much higher than the average growth rates achieved by the industrial nations that make up the Organization for Economic Cooperation and Development (OECD).

YOU CAN PARTICIPATE IN THE GROWTH

For some of the countries, the growth rates have been little short of spectacular – with no sign of an end to the expansion in sight.

Take South Korea as an example. It is rapidly inheriting Japan's mantle as the wonder economy of the Far East, partly because it has focused on the same advanced industries – automobiles, electronics and industrial machinery – and partly because it has used its low cost structure and aggressive marketing to become an international competitor of formidable standing.

Under the five-year plan that runs until 1991, the South Korean government is aiming to generate average real economic growth of close to 40%.

THE ECONOMIC GIANT OF THE PACIFIC RIM

Japan may now be growing through a period of relatively moderate growth, reflecting increases in its cost structure as well as the rise of the yen against most major currencies, but it is still overwhelmingly the economic giant of the Pacific Rim area, with the world's second largest economy after the U.S.

Its annual GNP represents one tenth of the world's total output and its auto makers account for one quarter of the world's annual production.

BUYERS OF ONTARIO GOODS AND SERVICES

Both South Korea and Japan are important buyers of Ontario's goods and services. In 1987, for instance, Japan bought Ontario exports worth $716 million, making it the province's third largest foreign market. That figure can only increase.

Under pressure from its western trading partners, Japan has been opening its economy to outsiders, creating new opportunities for direct exports and investment, joint ventures, technology exchanges and licensing agreements.

The support structure for companies that wish to sel to Japan is also growing. Already, it ranges from provincial and federal government trade offices to Canadian banks with operations in Japan – and even Japanese banks that have agreed with the province to help Ontario companies that want to break into the market.

That doesn't mean Japan is an easy target. Protectionism in many industries will persist for some time, and other industries (aluminum, steel and shipbuilding) are undergoing substantial restructuring Yet there are major opportunities there for the taking.

Japanese automakers, because they have had to make concessions to the rest of the world, are becoming more willing buyers of Canadian auto parts, both as original equipment and for replacement.

Demand for Ontario-made consumer goods, such as furs, jewellry and sportwear, is also increasing under th growing purchasing power of that country's 120-million-plus population.

SOUTH KOREA – LOOKING FOR NEW SUPPLIERS

South Korea is also opening up its markets, creating new opportunities for Ontario firms in industries such as automotive parts, telecommunications, data communications and machinery. A major cause of its recent openness: the country has experienced two successive years of current account surpluses, reaching US $9.78 Billion in 1987.

Korea has also been running a massive trade deficit with Japan (amounting to more than US $5 billion a year) and the authorities there are actively encouraging domestic producers to find new suppliers in Canada, the U.S. and Europe.

SMALLER MARKETS ALSO HAVE POTENTIAL

At first glance, the potential of the other countries in the Pacific Rim may not seem so dramatic. But sales can be made there by companies that focus on the appropriate sectors.

In Brunei, for example, there is an on-going demand for equipment and services that help exploit that country's oil and gas reserves.

Oil has also been important in Indonesia, but the boom there is slowing, so smart exporters are now looking to other kinds of energy-generation such as hydroelectricity.

Thailand has also been interested in Canadian-made oil and gas equipment, but it is also looking to buy defence equipment and related components, as well as transportation systems that will help develop the country.

ONTARIO COMPANIES IN COMPETITIVE POSITION

All these countries have products and services they want to buy – indeed *need* to buy – from foreign firms, and Ontario companies are in a competitive position to supply them. All the countries are economically advanced, and all of them belong to international trading bodies such as the General Agreement on Tariffs and Trade (GATT).

But the markets there are highly competitive and not always easy to break into. You have to take cultural differences into account, so to be successful you have to do your homework and make a significant investment of time before you can expect to see a return.

You will need to gather market data from sources ranging from specialized periodicals to foreign consulates and commercial offices and the international department of your bank.

You will have to talk to other exporters, to foreign government officials resident here in Ontario, and to federal and provincial trade officials – all with a view to sizing up the demand and prospects for your company's products or service.

But it won't be until you get on a plane and actually go to one of the countries that you will begin to get a true understanding of the market potential. And even then it may take several visits before you settle on the best way to proceed.

In the Pacific Rim, there are no real short cuts.

CALL MITT FOR SUPPORT AND COUNSEL

But whether you are taking the first step or bracing yourself for the long haul, the Ontario Ministry of Industry, Trade and Technology can give you extensive support and counsel.

In the early stages, when you are assessing the potential, you can tie into the ministry which will help you identify the best markets, prepare a marketing plan, make initial contacts and decide how to proceed – through a resident agent or distributor or through a joint venture.

Once you have assessed a market's potential, you can contact one of the Ministry's offices, either in Ontario or in the Pacific Rim area (in Tokyo, Seoul and Singapore).

In addition, you can count on MITT to keep you up to date by notifying you of international exhibitions that relate to your product or service; and you can call on MITT to help you arrange your own displays.

Once you have reached an agreement to do business, you can look to MITT for help in raising financing. The Ministry can help you prepare a marketing plan for your banker, or it may directly advance cost-sharing funds through The Trade Expansion Fund – designed to cover part of the company's export market development costs – or The Ontario Development Corporation's Export Support Loan Program – which extends supplementary financing not provided by regular financial institutions.

The rest of this brochure will introduce you to each of the ten major countries that make up the Pacific Rim area. We hope you will read it, and then call one of our offices if you want further help.

Japan's major role in the world economy means trading links are important to Canada, Ontario sends four trade missions there every year.

COUNTRY

Size: 378,000 square kilometres.
Population: 122 million, growing at a rate of less than 1% a year.
Language: Japanese. Most companies employ someone who can speak some English.
Government: Japan is a constitutional monarchy. The Emperor appoints the Prime Minister according to the rules of parliamentary democracy. The parliament, or Diet, has two elected chambers. Executive power is vested in the Cabinet, which is responsible to the Diet. There are two main political parties, the Liberal Democratic Party and the Socialist Party. Japan has been a democracy since the U.S. occupation at the end of the Second World War. Up to that time successive governments pursued an expansionist policy in East Asia, founded upon the industrialization undertaken by Japan after the Meiji Restoration in 1868. The earliest cultural influences on Japan came from China and from Buddhism, introduced in 538 AD. The rule of hereditary emperors was gradually weakened by feudal warlords over the next thousand years and in the early seventeenth century the military rulers enforced a policy of isolation from Western influence, which lasted until the middle of the nineteenth century. The collapse of warlord government at that time, the assumption of executive power by the Meiji Emperor and the establishment of a parliament signalled the beginning of the modern era in Japan.
Currency: The yen.

ECONOMY

GDP: $2.5 trillion (1985), or 550% of Canada's GDP.
GDP growth rate: Averaged 4.1% a year, 1981-85 (constant prices). From 1960 until the early 1980s Japan's growth rate was the highest in the world. Global recession led to a fall in the growth rate to 3.3% in 1983. Although the rate recovered to 4.6% in 1985, the strong yen led to another decline, to 2.5% in 1986. Estimated growth in 1987 is 3%.

Inflation rate: 1.1% (March 1986). The strong yen, lower oil prices, and a relatively weak economy contributed to this almost negligible inflation rate.

TRADE

Trade with rest of world, 1987 ($m)

Exports	297,826
Imports	170,018
Balance	129,808

Trade with Canada, 1987 ($m)

	Canada	Ontario
Exports	7,551	2,700
Imports	7,040	716
Balance	511	1,984

Major exports to Canada, 1987 ($m)

	Canada	Ontario
Communication equipment	805.2	402.4
Automotive parts	596.2	547.9
Photographic supplies	282.8	195.9
Computers	204.8	150.9
Consumer electronics	158.5	88.2
Industrial machinery	77.9	61.2
Office machinery	82.8	56.9
Machine tools	81.9	56.4

Major imports from Canada, 1987 ($m)

	Canada	Ontario
Precious metals	284.2	273.6
Unallocated	380.1	132.8
Meat, fresh, chilled or frozen	160.6	48.3
Whiskey	19.5	18.7
Telecommunication equipment	24.3	16.6
Office machinery	23.8	16.1
Chemicals	15.1	11.6

BUSINESS INFORMATION

Import regulations: Most raw materials, semi-finished products and manufactured goods can be imported into Japan. Import quotas (IQ) apply to certain agricultural products and manufactured goods listed in Import Trade Control Order Notices issued by the Ministry of International Trade and Industry (MITI). Many other regulations govern products sold in Japan – eg foodstuffs containing chemical additives, electrical appliances and cosmetics and pharmaceuticals. Exporters should apply to the relevant ministries for more information. A range of customs tariffs also applies: some items, mostly raw materials, are duty free; others, such as liquor, tobacco, cosmetics and some processed foods, may attract duties of 26% or more.

Documentation: Imports valued at less than JY 1 million ($8,400) are automatically approved unless subjected to IQ. For imports above JY 1 million, the importer must submit a marksheet (Report of Import) to an authorized foreign exchange bank, which will submit it to MITI for approval. For imports subject to the IQ system, an Import Allocation Certificate (IAC) is required from MITI. The IAC must be submitted to an authorized foreign exchange bank, which will issue an import licence. Both the licence and the IAC must be submitted to customs to clear the goods.

Patents and trademarks: These may be registered in Japan. A patent right lasts 15 years; trademarks may be registered for 10 years and renewed for successive 10-year periods.

Exchange controls: All payments abroad were liberalized in 1980, but government approval is still required for:

a) payments paid from or to current accounts
b) payments made over a period of time longer than that specified by the Ministry of Finance.
c) payments made by other means specified by the Ministry of Finance.

Foreign investment: Foreign firms are free to establish businesses in Japan, and are subject to the same incentives and controls as Japanese firms. There are a few exceptions: eg, foreign companies are not allowed to operate road and harbor transport, register aircraft

or own Japanese flag ships. Foreigners can acquire up to 25% of the equity of a listed Japanese company. Larger shareholdings may sometimes be allowed. Foreigners may buy land and buildings for business or residential use if they are making an investment that has been approved.

Types of business: Foreign companies may set up a representative office (requires a commercial visa but no government registration); a branch or sales office (requires government registration); a joint venture or wholly owned subsidiary (documents must be submitted for approval by the Bank of Japan, often through a Japanese law firm).

IF YOU GO

Passports and visas: A valid passport is required. There are several types of visa. A tourist visa is valid for four months and allows a stay of 60 days. A transit visa is valid for four months and allows a stay of 15 days. With both visas the period of stay may be extended once in the country. A commercial visa is valid for between 180 days and three years, and can be renewed. Other visas are valid for periods determined by the authorities.

Health regulations: Smallpox and cholera immunizations are required if visitors are coming from an infected area.

Currency regulations: Any amount of foreign currency may be brought into Japan, but must be declared on arrival. Japanese yen may be exchanged at foreign exchange banks or authorized money exchangers on presentation of a passport. Unused yen may be exchanged for foreign currencies in the same way, by showing a passport and the statement of account issued by the bank or money exchanger. Departing residents may take up to JY5 million ($42,000) out of Japan.

Climate and dress: Climatic conditions in Japan vary widely according to season and latitude. On the eastern side of the country, summer is hot and damp, winter is usually cold and dry. On the western side, summer is relatively dry and winter often snowy. The rainy season begins about June and ends in October. In the City of

Sapporo on the northern island of Hokkaido, temperatures range from –5C in winter to 20C in summer, while in Kagoshima in the far south of Japan the winter averages 6C and the summer 27C. Business dress in Japan is formal. Many Japanese women dress in fashionable western style.

Getting there: Tokyo and Osaka are the main international airports, and are served by some 30 international airlines. There are direct flights to Tokyo from Toronto.

Customs: Visitors may bring in duty free 500 grams of tobacco or 400 cigarettes or 100 cigars, three 760cc bottles of liquor, two ounces of perfume, two watches (valued at less than JY30,000 or $250) and other goods valued at less than JY100,00 ($840). Plants and animals must be inspected by a Quarantine Officer. Foreigners intending to live in Japan for more than a year can bring in household effects, including cars, duty free (but operating permits for foreign cars may be difficult to obtain).

Local time: Japan is 9 hours ahead of GMT (14 hours ahead of Ontario).

Local travel: Railways are the prime means of transport in Japan; the rail network covers the whole country. Flights connect all major and middle-sized cities. Within main cities subways are fast and economical; taxis are plentiful but expensive.

Communications: There is direct dialing throughout Japan. Overseas calls are placed through the operator. Telegraph and postal services are efficient.

Hotels: There are first class western hotels in most major Japanese cities. Booking is advised. Cheaper but comfortable alternatives are the 'business' or 'efficiency' hotels. Japanese inns – *ryokans* – offer visitors traditional rooms.

Utilities: The electricity supply is 100 volts, but Eastern Japan has 50 cycles while Western Japan has 60 cycles.

Hours of business: Most offices work a 6-day week. Many shops are open 7 days.

Government offices	0900-1700 Mon-Fri 1900-1230 Sat

Banks	0900-1500 Mon-Fri 0900-1200 Sat (closed on the second Sat of every month)
Department stores	1000-1800 Mon-Fri 1000-1830 Sat, Sun & Holidays (closed once a week)
Shops	1000-2000, every day

Public holidays:

New Year's Day	1 Jan
Bank Holidays	2-3 Jan
Adults' Day	15 Jan
National Foundation Day	11 Feb
Vernal Equinox Day	21 March
Emperor's Birthday	29 April
Constitution Memorial Day	3 May
Children's Day	5 May
Old Folks' Day	15 Sept
Autumnal Equinox Day	23 Sept
Physical Culture Day	10 Oct
Culture Day	3 Nov
Labor Thanksgiving Day	23 Nov

Religion: Many people in Japan practise the Shinto religion, Buddhism and Christianity are also found.

Korea is a relatively new market for most Ontario companies and the balance of trade is heavily in Korea's favor. MITT opened a representative office in Soeul in 1987 which will help identify trade and investment opportunities.

COUNTRY

Size: 98.8 square kilometres.
Population: 41.2 million, growing at 1.5% a year.
Language: Korean. English is spoken to a limited extent, although its use is growing in business circles.
Government: The President holds executive power and is elected for five years through direct presidential elections. He governs with the assistance of a cabinet led by the Prime Minister. The National Assembly, elected for four years, is the legislative arm of government. The Republic of Korea was established in 1948. The Democratic People's Republic of Korea was founded in the north at the same time. North Korean forces invaded South Korea in 1950, which led to three years of war and an armistice along the original partition line. From 1910 until the end of the Second World War, Korea was ruled by Japan. Before the Japanese annexation the country was ruled by the Yi dynasty (1392-1910). Its history as a unified nation dates back to AD 668.
Currency: The won.

ECONOMY

GDP: $132.1 Billion (1986), or 28% of Canada's GDP.
GDP growth rate: 8.3% a year, 1983-86 (constant prices). Growth in 1986 was 11%, chiefly due to strong export performance. A successful series of Five-Year Economic Plans, starting in 1962, has made the Korean economy a major exporter of manufactured goods. Total foreign debt, at $44 billion, is one of the largest in the world.
Inflation rate: 2.5% (1985). Inflation reached 28.7% in 1980 because of fast economic growth and high oil prices. It has fallen steadily since then as a result of tight monetary policy.

TRADE

Trade with rest of world, 1987 ($m)

Exports	61,320
Imports	51,163
Balance	10,156

Trade with Canada, 1987 ($m)

	Canada	Ontario
Exports	1,844	704
Imports	1,178	126
Balance	666	578

Major exports to Canada, 1987 ($m)

	Canada	Ontario
Footwear	126.3	93.6
Consumer electronics	131.6	87.7
Outerwear	302.1	82.2
Telecommunication equipment	118.9	81.6
Miscellaneous equipment	74.4	42.9
Games & toys	53.7	30.1

Major imports from Canada, 1987 ($m)

	Canada	Ontario
Telecommunication equipment	33.0	17.2
Engines	12.3	12.2
Automotive parts	17.0	9.8
Fur & fur products	64.9	17.5
Chemicals	8.0	8.0
Rubber & plastic materials	31.6	6.8

BUSINESS INFORMATION

Import regulations: Korea has a flexible tariff system, and rates are being progressively reduced, to an average of 16.9% by 1988. A would-be importer must either obtain permission from the Ministry of Trade and Industry (MTI), or approval from an authorized foreign exchange bank. Goods are divided into three categories: automatic approval, restricted and prohibited. MTI annually publishes details of prodcedures applying to trade transactions.

Documentation: Certificates of origin are required for all goods and must be authenticated by the Korean Embassy. Commercial invoices are required, showing place of shipment, port of origin and port of arrival. Most shipments require a full set of 'clean on board' bills of lading. Packing lists are required for most shipments.

Patents and trademarks: These should be registered with the Patent Bureau of MTI. Patents are granted for 15 years and are not renewable. Trademarks are protected for 10 years and may be renewed for additional 10 year periods.

Exchange controls: Exchange control regulations are being progressively relaxed. Profits from overseas investment in Korea may be freely remitted, and capital repatriated.

Other main principles are:

a) Foreign exchange may be freely brought into the country
b) The won is not freely convertible into foreign currency, and outward payments are controlled
c) All transactions must be in one of 53 foreign currencies prescribed by the Ministry of Finance.

Foreign investment: Foreign participation is allowed in any industry that is not officially prohibited or restricted. Prohibited industries are those related to national security and welfare, and those considered hazardous to health or the environment. Restricted industries include those depending heavily on imports or energy, manufacturers of luxury consumer goods, and those in food or agriculture. Some projects will be automatically approved: if total investment is less than US$3 million; if foreign ownership is less than 50%

nore if 60% of output is exported); or if the investing ompany does not seek to benefit from the tax rivileges Korea makes available to certain types of oreign investment. Projects with initial investment of nore than US$3 million must be approved by the Ministry of Finance. Tax privileges may be granted to dvanced technology projects or to projects established n the two free-export zones.

Types of business: Business may be conducted through a partnership, limited company, limited partnership, or oint stock company.

F YOU GO

Passports and visas: A valid passport is required to enter Korea. Tourists staying for 15 days or less do not need a visa provided they have a confirmed onward air reservation. In other cases visitors must have either a tourist visa valid for up to 60 days or an entry visa for visits up to 90 days. Visas may be extended once in the country.

Health regulations: A smallpox vaccination certificate may be required. Cholera and yellow fever inoculation certificates are required for visitors coming from an infected area. Visitors should contact the Korean Embassy or consulate for details of additional health regulations. It is advisable to drink bottled water.

Currency regulations: Visitors can bring in unlimited amounts of foreign currency, but may not take out more than they brought in. Certificates of Foreign Exchange Purchased are needed to change unused won into foreign currency. Import and export of up to Won 500,000 is permitted.

Climate and dress: Korea's climate is continental; winter temperatures drop to –5C, and summers are hot and humid with temperatures of about 25C. The rainy season is in July and August. Business wear is formal in Korea; social life in the main cities is also frequently formal, requiring tuxedos and long dresses.

Getting there: Korea's international airports are Kimpo near Seoul, Kimhae near Busan, and Cheju on Cheju Island. Many international carriers fly into Korea. Visitors from Toronto would fly via San Francisco, Tokyo/Vancouver, New York, Chicago, Seattle or Los Angeles. There are now direct Vancouver-Seoul flights.

Customs: Visitors may import duty free 400 cigarettes, 50 cigars or 250 grams of tobacco, two 760cc bottles of liquor, and perfume for personal use, as well as persona effects. Valuables such as cameras and jewellery should be recorded in a passport to ensure re-export. Visitors wishing to export antiques should get a certificate from the Cultural Properties Preservation Bureau.

Local time: Korea is 9 hours ahead of GMT (14 hours ahead of Ontario) or 13 hours depending on Canadian time, i.e. Standard or Daylight-Saving.

Local travel: Major cities are connected by regular air services, express railways and an efficient bus service. Taxis are easily hailed in central Seoul; the fare for trips outside the city limits should be agreed in advance City buses are cheap but are not recommended for foreign visitors. Car hire with driver can be arranged through hotels.

Communications: International telex, facsimile, telegraph and telephone services are available to most overseas destinations. Long distance direct dialing is available within the country, and to overseas destinations from major cities. Internal mail is reasonably fast; overseas airmail may take up to two weeks.

Hotels: Only Seoul, Busan and the main tourist centres have international standard hotels. Traditional Korean inns – *yogwan* – can be comfortable but have public bath houses instead of private baths.

Utilities: At hotels both 110 and 220 volt outlets are available. Electric current of 100 volts is generally sufficient to run electrical devices designed for 110 volts.

Hours of business: Normal business hours are:

Government offices	0900-1700 Mon-Fri
	1900-1300 Sat
Banks	0930-1630 Mon-Fri
	0930-1300 Sat
Shops	1000-2100
Department stores	1030-1930

Public holidays:

New Year's Day	1 Jan
Lunar New Year	6 Feb*
Independence Movement Day	1 Mar
Labor Day	10 Mar
Arbor Day	5 Apr
Children's Day	5 May
Buddha's Birthday	12 May*
Memorial Day	6 June
Constitution Commemoration Day	17 July
Liberation Day	15 Aug
Chusok (Moon Festival)	14-15 Sept*
Armed Forces Day	1 Oct
Hangul (Korean Alphabet) Day	9 Oct
Christmas Day	25 Dec

Dates shown are for 1989.

*These three holidays are tied to the Lunar Calendar and vary from year to year.

Religion: Buddhism, Confucianism and Christianity are Korea's main religions. There is a small Muslim population. A native religion, Chondokyo, is also widely practised.

Ontario sends two trade missions a year to Singapore, which, with Malaysia, accounts for about half of all the province's trade with the ASEAN nations.

COUNTRY

Size: 620 square kilometres.
Population: 3 million (1986), growing at a rate of 1.2% a year.
Language: English is used in business; Malay, Mandarin and Tamil are also official languages.
Government: Singapore has a unicameral Parliament whose members are directly elected for a five-year term. The Parliament elects the President, who appoints the Prime Minister and the Cabinet. Singapore's importance as a trading post dates back to 1819 and the arrival of the British East India Company. In 1826 Singapore joined Malacca and Penang to form the Straits Settlements. The opening of the Suez Canal in 1869 provided a major boost to the island's growth. Occupied by the Japanese during the Second World War, Singapore became a British Crown Colony in 1946, obtained self-government in 1959, and, after a brief union with Malaysia, became an independent republic, and member of the Commonwealth, in 1965.
Currency: The Singapore dollar, divided into 100 cents.

ECONOMY

GDP: $23.5 billion, or 5% of Canada's GDP.
GDP growth rate: An average of 8% a year, 1975-85. In 1985 the economy contracted, by 1.8%, for the first time in 20 years. This fall was due to world conditions in the key oil and shipping industries, and to rising costs affecting the international competitiveness of Singapore's companies. The government has taken action to reverse this trend and growth is forecast at 7% in 1987.
Inflation rate: –1.5% (May 1986). Singapore has enjoyed very low inflation in recent years.

TRADE

Trade with rest of world, 1987 ($m)

Exports	36,169
Imports	39,537
Balance	–3,368

Trade with Canada, 1987 ($m)

	Canada	Ontario
Exports	262	145
Imports	178	66
Balance	84	79

Major exports to Canada, 1987 ($m)

	Canada	Ontario
Consumer electronics	63.5	38.1
Computers	39.7	27.4
Telecommunication equipment	27.5	24.3
Chemicals	13.2	13.2
Games & toys	9.9	8.2
Outerwear	22.0	7.2

Major imports from Canada, 1987 ($m)

	Canada	Ontario
Telecommunication equipment	22.5	15.7
Oil seeds, nuts & kernels	8.7	8.5
Precious metals	3.1	3.1
Aircraft parts	7.2	2.7
Office machinery	4.6	2.6
Synthetic rubber & plastic	4.5	2.2
Photographic goods	2.1	2.1

BUSINESS INFORMATION

Import regulations: Most items can be imported duty free. The only exceptions are liquor, tobacco and petroleum products, and some consumer products. Most goods can be imported without a licence; exceptions include textiles from Japan.

Documentation: Import and export procedures are simple; only two forms are required for each consignment, and clearance is rapid.
Patents and trademarks: Original patents cannot be granted in Singapore. Only patents granted in the UK are protected, once registered with the Singapore Registry of Trademarks and Patents. Trademarks can be registered in Singapore; the initial registration is for 7 years renewable for a further 14 years.
Exchange controls: There are no restrictions on inward or outward remittances, or on repatriation of capital, profits or dividends.
Foreign investment: Singapore is open to foreign investment, except in utilities and telecommunications. All foreign investment must be approved by the relevant government body, but there is generally no restriction on foreign equity participation, except in banks and newspapers.
Types of business: Most foreign companies in Singapore are registered as private limited companies, either wholly owned subsidiaries or joint ventures. A company operating as a branch of a foreign company must have two agents, both resident in Singapore. Business may also be conducted through a partnership or by a sole proprietor.

IF YOU GO

Passports and visas: No visas are required for citizens of Commonwealth countries. Visitors are issued with transit passes on entry, valid usually for 2 weeks; these may be extended. Foreigners entering Singapore to work require permission from the Controller of Immigration, and application must be made through a local sponsor or employer.
Health regulations: Travellers from infected areas require inoculation against cholera and yellow fever. Vaccination against tetanus and typhoid is recommended.
Currency regulations: Any amount of Singapore or foreign currency may be taken in or out of the country.
Climate and dress: The climate is tropical and temperatures vary between 31C and 24C. There is no rainy season, and no typhoon season. Business wear

for men is a shirt and tie, or safari suit. Women may need a long dress for evening wear.
Getting there: Many international airlines fly into Singapore. Visitors from Toronto can fly direct, via London.
Customs: Visitors from countries other than Malaysia may import duty free 1 litre of wine, 1 litre of spirits, 200 cigarettes, 50 cigars or 250 grams of tobacco, and perfume up to S$75 ($47) in value.
Local time: Singapore is 8 hours ahead of GMT (13 hours ahead of Ontario).
Local travel: Roads in Singapore are excellent. Taxis are readily available, as is self-drive car hire.
Communications: Singapore is an important telecommunications centre. Overseas countries can be reached by satellite communication, telex, telefax, telegraph and telegram. Local calls are by automatic dialling. Mail services are efficient.
Hotels: There are many first class hotels in Singapore. Most include shopping arcades and swimming pools.
Utilities: Electricity is 230-250 volts, 50 cycles AC. Some hotels have 100 volt outlets.
Hours of business:

Government offices	0800-1700 Mon-Fri 0800-1300 Sat
Banks	1000-1500 Mon-Sat 0930-1130 Sat
Commercial offices	0830-1730 Mon-Fri 0830-1230 Sat
Shops	0900-1800 Mon-Sat

(Some shops are open on Sun)
Public holidays:

New Year's Day	1 Jan
Chinese New Year (varies)	
Good Friday (varies)	
Labor Day	1 May
Vesak Day (varies)	
Hari Raya Puasa (varies)	
National Day	9 Aug
Hari Raya Haji (varies)	
Deepavali (varies)	
Christmas Day	25 Dec

Religion: Most religions are represented in Singapore.

MALAYSIA

Canadian trade with Malaysia has fluctuated since the beginning of the 1980s and is now at a fairly low level. Canadian investment in the country is also small. MITT regularly sends trade missions to Malaysia to support the private sector's efforts.

COUNTRY

Size: 332,952 square kilometres.
Population: 16.1 million, growing at a rate of 2.5% a year.
Language: Bahasa Malaysia. English is widely used. Several Chinese dialects and Indian languages are also spoken.
Government: Malaysia is a constitutional monarchy and a federation of 13 states. The supreme head of state is a monarch elected from a group of hereditary rulers who govern nine of the states. The monarch acts on the advice of Parliament and a cabinet. The parliament consists of the Senate and the House of Representatives. Elections for the House of Representatives are held every five years. The ruling party, the Barisan Nasional (National Front), is a coalition of ten parties. The Malaysian peninsular has been an important trading centre since the fourteenth century, and because of this was colonized successively by the Portuguese, the Dutch and the British. The development of the tin and rubber industries in the nineteenth and early twentieth centuries led to large scale Chinese and Indian immigration. The country was occupied by the Japanese during the Second World War, and in 1957, after a period of resumed British colonial government, the Federation of Malaya became independent. The wider Federation of Malaysia was formed in 1963, comprising the eleven Malay States, Singapore, Sabah and Sarawak (former British territories on the island of Borneo). Singapore left the Federation in 1965.
Currency: The Malaysian ringgit (dollar), which is divided into 100 cents.

ECONOMY

GDP: $32.8 billion (1986), or 7% of Canada's GDP
GDP growth rate: 6% a year, 1982-84 (constant prices). The economy went into recession between

1984 and 1986, and recovery has been slow. Growth is estimated at 2-3% in 1987 and forecast at 3.9% in 1988. *Inflation rate:* 5% (1984). Inflation has been controlled by slack demand, declining import prices and lack of wage pressure.

TRADE

Trade with rest of world, 1987 ($m)

Exports	23,428
Imports	15,704
Balance	7,723

Trade with Canada, 1987 ($m)

	Canada	Ontario
Exports	187	86
Imports	121	22
Balance	66	64

Major exports to Canada, 1987 ($m)

	Canada	Ontario
Outerwear	48.1	12.8
Telecommunication equipment	13.7	11.9
Vegetable oils & fats	12.3	10.5
Marine produce	19.4	7.5
Rubber	40.5	6.5
Consumer electronics	9.5	5.6

Major imports from Canada, 1987 ($m)

	Canada	Ontario
Telecommunication equipment	5.3	3.4
Oil seeds, nuts & kernels	2.3	2.3
Semi-manufactured steel	2.0	1.9
Synthetic rubber & plastic	4.4	1.5
Office machinery	1.5	2.2

BUSINESS INFORMATION

Import regulations: Tariffs are used to protect certain local industries or to prevent dumping by foreign exporters. Tariffs may be lifted on raw materials and components if the finished product is for export.
Documentation: Invoices giving country of origin are required. Copies must accompany shipment. Certificates of origin are required for goods attracting preferential rates of duty.
Patents and trademarks: These are registered under the Trade Marks Ordinance and the UK Patents Ordinance. A registered trademark is effective for seven years and can be renewed for periods of 14 years.
Exchange controls: Payments abroad, repatriation of capital, remittance of profits can be made in any foreign currency except those of South Africa and Israel. Payments within Malaysia must be in local currency. Official authorization is required for exports with values above M$5,000 ($2,755), and for payments by residents to non-residents of M$10,000 ($5,510) and above.
Foreign investment: The Malaysian Government welcomes foreign investment, particularly in manufacturing, but is committed to increasing Malaysian participation in industry, and to the transfer of technology. Permitted foreign equity participation depends on the nature of the project. Projects relying on the local market must have majority local ownership. Projects in extraction and primary processing of non-renewable resources must have at least 70% local ownership. Projects manufacturing mainly for export may have majority (in some cases 100%) foreign ownership. The Foreign Investment Committee formulates policy guidelines and approves investment applications. The Capital Issue Committee approves share prospectuses.
Types of business: Foreign companies can operate a branch, set up a local company or enter into a joint venture.

IF YOU GO

Passports and visas: A valid international passport is required to visit Malaysia, Commonwealth citizens, including Canadians, do not require visas. Require-

ments for other nationalities vary, and should be checked with a Malaysian High Commission, embassy or consulate. A business or social visit pass must be obtained on entering the country, with proof that the visitor has enough money to live on, or to pay for a return ticket. Temporary employment, employment and dependents' visit passes (for families of employment pass holders) must be applied for before arrival.
Health regulations: Cholera inoculation is required; so is yellow fever inoculation for visitors from an infected area. Visitors should take precautions against malaria and typhoid.
Currency regulations: Foreign currency may be imported freely. Not more than M$5,000 may be exported. All money and valuables should be declared on arrival. Not more than M$1,000 should be carried.
Climate and dress: The temperature is warm all year round, varying from 32C during the day to 22C at night. Humidity is high near the coast and rainfall is common throughout the year. Business wear for men is normally slacks, shirt and tie. Women may require a long dress for evening wear, but social wear is normally informal.
Getting there: The main international airport is Kuala Lumpur and many international airlines call there. Flights from Toronto are generally via Singapore. Visitors can cross from Singapore to peninsular Malaysia by road or rail.
Customs: Visitors may bring in duty free up to 70ml of wine or spirits, 200 cigarettes or 50 cigars or 225 grams of tobacco, one bicycle and one car to be used in Malaysia for not more than 3 months.
Local time: Standard Malaysian Time is 8 hours ahead of GMT (13 hours ahead of Ontario).
Local travel: There are many flights between towns in Malaysia. Rail and road links are good, with air-conditioned scheduled coach services and long distance taxi services between major towns. Taxis are plentiful and cheap in the cities. Self-drive car hire may be arranged through hotels.
Communications: Telephone, telex, telegraph and airmail communications within peninsular Malaysia and with the rest of the world are efficient. Facilities in Sabah and Sarawak are less developed.

Hotels: A wide range of hotels is available. In addition visitors may stay at government rest houses throughout the country; these may be booked through the Tourist Development Corporation in Kuala Lumpur.
Utilities: The electricity supply is 230 volts AC, 50 cycles.
Hours of business: In some states Thursday instead of Sunday is a rest day.

Government offices	0800-1245 1400-1615 Mon-Fri 0800-1245 Sat
Banks	1000-1500 Mon-Fri 0930-1130 Sat
Commercial offices	0830-1300 1400-1630 Mon-Fri
Shops	0830-1830 (average)

Public holidays: These vary from state to state. The following apply in Kuala Lumpur:

New Year's Day	1 Jan
City Day	1 Feb
Chinese New Year (variable)	
Labor Day	1 May
Wesak Day (variable)	
First day of Ramadan (variable)	
Birthday of the monarch (variable)	
Hari Raya Puasa (variable)	
Hari Raya Haji (variable)	
Awal Muharram (variable)	
Deepavali (variable)	
Prophet Muhammad's Birthday (variable)	
Christmas Day	25 Dec

Religion: Islam is the national religion, but Christianity, Hinduism, Buddhism and Taoism are also practiced.

ntario resumed its program of official trade missions
) the Philippines in 1987 after a four-year break. MITT
as confidence in the future economic recovery of the
hilippines following recent political changes there.

COUNTRY

ize: 300,000 square kilometres.
opulation: 55 million (1985) growing at a rate of
.4% a year.
anguage: Filipino, the official form of Tagalog, is
poken by about 40% of the population. English is
idely used in business.
overnment: After the elections in February 1986,
hen President Marcos was forced to give up the
residency to Mrs Aquino, a new interim constitution
as drawn up. The President now has the legislative
owers of the old National Assembly. All civil, political
nd social rights under the old constitution remain.
The Philippines became an independent country in
946, having been ceded by Spain to the U.S. in 1898,
fter the Spanish-American War. Spain first colonized
he Philippines in 1565.
urrency: The peso, divided into 100 centavos.

ECONOMY

GNP: $43.4 billion, or 9.6% of Canada's GNP.
GNP growth rate: –4% (1984-85). Real GNP increased
by 2.7% a year on average between 1980 and 1983, and
declined in both 1984 and 1985. The effects of weak
commodity prices and world recession were exacerbated
by domestic political problems and rising foreign debt.
Prospects for economic growth have improved slightly
under the Aquino government.
Inflation rate: –1.4% (July 1986). This figure reflects
the weakness in the economy. The inflation rate hit a
peak of 50% in 1984, and has since declined steeply,
partly as a result of an austerity program which
included stringent import controls and a big reduction
in public sector investment.

TRADE

Trade with rest of world, 1987 ($m)

Exports	7,585
Imports	8,933
Balance	–1,349

Trade with Canada, 1987 ($m)

	Canada	Ontario
Exports	107	44
Imports	122	30
Balance	–15	14

Major exports to Canada, 1987 ($m)

	Canada	Ontario
Outerwear	29.7	8.2
Vegetable oils & fats	8.4	7.1
Nuts	5.3	2.9
Other apparel	12.6	2.7
Furniture & fixtures	4.6	2.4
Fruit products	6.8	2.4

Major imports from Canada, 1987 ($m)

	Canada	Ontario
Semi-manufactured steel	10.1	10.1
Synthetic rubber & plastic	15.0	7.9
Chemicals	6.2	2.2
Medical products	1.5	1.2

BUSINESS INFORMATION

Import regulations: Some imports are regulated or restricted for reasons that include public health and safety, and the protection of local industries. All commodities are subject to duties, which are highest for luxury goods. Imports valued at over US$1,000 must be covered by a documentary credit (DC) valid for not more than 360 days. However, procedures are more flexible for companies producing for export.

Documentation: A proforma invoice containing a complete description of the goods is required to open a DC.
Patents and trademarks: Trademarks may be registered in the Philippines for 20 years provided evidence of use is given to the Philippine Patent Office; registration may be renewed for a further 20 years. Patents may be taken out for 17 years, and renewed for a similar term.
Exchange controls: It may be difficult to repatriate investment capital or profits and dividends. Permission depends on the availability of foreign exchange, and on the activity carried out by the investment project.
Foreign investment: Although in principle anyone may invest in the Philippines, the government favors joint ventures with Filipino interests, except for firms given preferred pioneer status for projects under the Investment Priorities Plan. Such ventures include new technology, new industries and projects to increase agricultural self-sufficiency. Foreign ownership must drop to 40% within 30 years of the start of these projects. Some businesses are reserved for Filipinos, including the grain trade and defence projects. In others foreign equity is limited to 30% or 40%, including banking, shipping and projects based on natural resources. Foreigners may not own land in the Philippines, except by inheritance. Corporations wishing to own land must have at least 60% Filipino ownership.
Types of business: All new companies must register with the Securities and Exchange Commission. Companies with more than 30% foreign equity participation must register with the Board of Investments, as must any projects for which investment incentives are sought.

IF YOU GO

Passports and visas: Nationals of most countries may enter the Philippines without a visa for up to 21 days, provided they have an onward ticket. A temporary visit visa is needed for business or pleasure visits of up to 59 days. Special registration with the Commission on Immigration and Deportation is necessary for foreigners staying longer than 2 months.

Health regulations: Visitors arriving from yellow fever areas may need to show evidence of precautions against the disease. Cholera certificates may be needed for foreigners arriving by sea. Protection against typhoid, tetanus and polio is strongly recommended. Visitors are advised to boil drinking water or drink bottled water.
Currency regulations: Import of foreign currency is unrestricted, but amounts over US$3,000 must be declared on entry. No more than the amount brought in may be exported. In Filipino currency, no more than Pesos 500 should be brought in at any one time.
Climate and dress: The climate is tropical, with average temperatures varying only between 31C and 33C during the year. In the north of the country there is a typhoon season from June to November. Warm clothing is needed in highland areas; otherwise light clothing is required. Jackets are worn for formal business occasions, but may be replaced by the Filipino barong or shirt.
Getting there: Many international airlines fly to Manila. Visitors from Toronto would fly via Singapore, San Francisco or Tokyo.
Customs: Visitors may bring in 200 cigarettes or tobacco equivalent and 1 quart of alcohol. Duty is not usually charged on the personal effects of short-stay visitors, but may be levied on the possessions of prospective residents.
Local time: The Philippines is 8 hours ahead of GMT (13 hours ahead of Ontario).
Local travel: Air flights connect Manila with other main towns. There is a rail network, which is mostly single track, and several long distance bus services. Hire cars with drivers may be arranged at hotels; self-drive car hire is not recommended.
Communications: Communications with other countries by telephone and telex are good. Telephone services within the country are less reliable, and mail may be slow.
Hotels: There are many international standard hotels in Manila.
Utilities: The electricity supply is either 220 or 110 volts AC, 60 cycles.

Hours of business:

Government offices	0900-1200 Mon-Fri
Banks	0900-1600 Mon-Fri
Commercial	0800-1200 or 1300-1700 0800-1300 Mon-Fri 1400-1700 0830-1200 Sat
Shops	0900-1200 Mon-Sat 1400-1930

(In Manila many shops are open on Sun)

Public holidays:

New Year's Day	1 Jan
Maundy Thursday (varies)	31 Mar (1988)
Good Friday (varies)	1 April (1988)
Labor Day	1 May
Araw ng Kagitingan (varies)	
Independence Day	12 June
Filipino-American Friendship Day	4 July
Bonifacio Day	30 Nov
Christmas Day	25 Dec
Rizal Day (varies)	

Religion: Most Filipinos are Roman Catholic, but there are sizeable Protestant and Muslim populations.

THAILAND

Thailand has significantly increased its exports to Ontario in the last five years, but Ontario's exports have not kept pace. The MITT office in Singapore is aiming to raise the profile of Ontario in Thailand by increasing market research there and initiating high-level contacts. Thailand is keen to diversify its markets away from its major trading partners, Japan and the U.S. and is receptive to Canadian interest.

COUNTRY

Size: 514,000 square kilometres.
Population: 51 million, an increase of 2.3% over 1984.
Language: Thai. Many senior officials and business people speak English, but help from a Thai interpreter may be necessary.
Government: Thailand is a constitutional monarchy which has been under quasi-military rule since 1958. The bicameral Parliament consists of an elected lower House of 324 members and a Senate of 234 members. The present king is the ninth in a dynasty that stretches back to King Rama I, who founded Bangkok in 1782. The Kingdom of Thailand originated in the thirteenth century, although the Thai people migrated from China as early as the seventh century.
Currency: The baht, divided into 100 satang.

ECONOMY

GDP: $53.6 billion, or 12% of Canada's GDP.
GDP growth rate: 5% annual average, 1982-85. Economic growth was rapid between 1960 and 1980, averaging 7% a year. It fell to 4.1% in 1982, but a rate of 4-5% is forecast for 1987.
Inflation rate: 1.6% (June 1986).

TRADE

Trade with rest of world, 1987 ($m)

Exports	15,371
Imports	16,680
Balance	–1,308

Trade with Canada, 1987 ($m)

	Canada	Ontario
Exports	201	78
Imports	201	68
Balance	0	10

Major exports to Canada, 1987 ($m)

	Canada	Ontario
Marine produce	69.6	26.7
Outerwear	34.4	11.8
Watches, jewellery & silverware	10.0	7.7
Fruit products	13.3	4.3
Leather: natural & synthetic	4.1	3.3

Major imports from Canada, 1987 ($m)

	Canada	Ontario
Semi-manufactured steel	20.0	20.0
Industrial machinery	17.8	13.0
Synthetic rubber & plastic	16.8	9.6
Scrap iron & steel	6.9	6.9
Construction machinery	4.0	3.8

BUSINESS INFORMATION

Import regulations: Most goods attract duty in the 25-60% range, but duty on luxury goods may be much higher. Equipment or machinery imported for use in approved industrial projects may be exempt from duty. Some 45 categories of goods are controlled and must be imported under licence, obtainable from the Ministry of Commerce.

Documentation: Commercial invoices in triplicate are required. They must show the names and addresses of the consignee and consignor, and must be signed. Three signed original bills of lading are required, and two (unsigned) are required by the consignee. Some goods subject to import control require a certificate of origin, as do goods imported via Hong Kong.

Patents and trademarks: Invention patents are effective for 15 years and design patents for seven years from the date of application. Bilateral patent agreements are in force with several countries, so nationals of those countries can apply for Thai patents. Trademarks are protected for 10 years, but may be renewed for a further 10 years.
Exchange controls: An Exchange Control Act is in force, and Bank of Thailand approval must be obtained for the import and export of capital and earnings. Approval is normally given except when there are balance of payments problems, when transfers may be temporarily restricted.
Foreign investment: Incentives to Thai and foreign investors are offered through the Board of Investment. Approved projects may benefit from exemptions from or reductions in tax and duty. Projects that help the balance of payments are most favored, especially if they are labor intensive and/or benefit the agricultural sector. Thailand has several investment promotion zones and industrial estates, where projects attract extra incentives. Minimum Thai owner of 51% is normally required for projects in these areas.
Types of business: Foreigners may conduct business through a public or private limited company, a joint venture, a branch of a foreign company, a partnership or a sole proprietorship. Local business establishments must be registered with the Ministry of Commerce within 30 days of starting operations.

IF YOU GO

Passports and visas: Thai visa requirements are complicated and strictly enforced. Visitors in transit can stay in the country for up to 15 days without a visa, but an extension of stay will not be granted, except in exceptional circumstances, eg illness. All other visitors require visas, which vary in period according to the purpose of the visit. A tourist visa is valid for two months; a non-immigrant visa is valid for three months, or longer in special circumstances.
Health regulations: Yellow fever inoculations are required by people arriving from infected areas. Typhoid and polio vaccinations are strongly

recommended. Hepatitis A and B are endemic in Thailand, and visitors should seek medical advice about precautions. Visitors should drink bottled water.
Currency regulations: Any amount of foreign currency, travelers cheques, etc., may be imported, but amounts over US$2,000 should be declared to Customs. It is forbidden to export more than the amount imported.
Climate and dress: The climate is hot and humid, with daytime temperatures averaging over 30C and night time temperatures not much cooler. The rainy season is July to October. Light clothing is required, and men will need jackets and ties only for occasional evening wear. A sweater may be required when visiting the highlands in the north.
Getting there: Bangkok is a major travel centre and is served by many international airlines. Visitors from Toronto would fly via Singapore, or Hong Kong.
Customs: Tourists may bring in duty free 200 cigarettes or the tobacco equivalent, 1 litre of wine, 1 litre of spirits, and their personal effects. Special permission may be needed to export antiques.
Local time: Thailand is 7 hours ahead of GMT (12 hours ahead of Ontario.
Local travel: Air services connect some towns with Bangkok, as do express train services. In Bangkok taxis are widely available, and car hire with driver can be arranged through hotels.
Hotels: Bangkok has many international standard hotels, although booking is advised in the tourist season (September to March). Elsewhere first class hotels are limited to tourist centres.
Utilities: Electricity supplies are 220 volts, 50 cycles AC.
Hours of business:

Government offices	0830-1200 1300-1630 Mon-Fri
Banks	0830-1530 Mon-Fri
Shops	0900-2000 all week

Public holidays:

New Year's Day	1 Jan
Makabucha Day (varies)	
Chakri Day	6 Apr
Songkran Day	13 Apr
Labor Day	1 May
Coronation Day	5 May
Visakbucha Day (varies)	
Banks' half-year holiday	1 July
Khao Phansa Day (varies)	
The Queen's Birthday	12 Aug
Chulalongkorn Memorial Day	23 Oct
The King's Birthday	7 Dec
Constitution Day	10 Dec
New Year's Eve	31 Dec

Religion: Buddhism is the main religion, and there are small Muslim and Christian populations.

Ontario's trade with Indonesia has been steadily increasing, and the balance is in Ontario's favor. MITT considers the market to be important (Indonesia has the fifth largest population in the world). It is extending high level contacts there and compiling a directory of importers and exporters.

COUNTRY

Size: 1.9 million square kilometres.
Population: 167 million (1986), growing at a rate of about 2.2% a year.
Language: Bahasa Indonesia. English is widely used in business.
Government: The highest authority of the state is the People's Consultative Assembly, whose 920 members serve for 5 years. The Assembly includes the House of Representatives, and elects the President, who has executive power. There are 27 provinces, whose governors are appointed by the President, and a 3-tier system of local government. There are three political parties – the ruling Golkar group, the Muslim Development Unity Party and the Indonesian Democratic Party. Indonesia has been an independent country since the end of the Second World War, having been governed by the Dutch since the early seventeenth century. Hindu, Buddhist and Islamic influences have all helped shape the country's culture.
Currency: The rupiah. Its value is determined by reference to a trade-weighted basket of currencies.

ECONOMY

GDP: $81.2 billion, or 18% of Canadian GDP.
GDP growth rate: Averaged 4.3% a year, 1983-85 (constant prices). Growth has been slowing as a result of the downturn in oil prices and OPEC restrictions on supply (Indonesia is heavily dependant on oil exports). Despite low labour costs, manufactured products are uncompetitive in world terms.
Inflation rate: Estimated at 4.2% in mid-1986, and forecast to average 10% in 1987. The Government's conservative monetary policies are credited with maintaining a relatively low inflation rate in recent years, but the 31% devaluation of the rupiah in 1986 has pushed up the price of imports.

TRADE

Trade with rest of world, 1987 ($m)

Exports	22,516
Imports	15,929
Balance	6,587

Trade with Canada, 1987 ($m)

	Canada	Ontario
Exports	168	58
Imports	310	74
Balance	–142	–16

Major exports to Canada, 1987 ($m)

	Canada	Ontario
Rubber	48.0	27.7
Lumber	39.1	14.7
Outerwear	22.7	6.8

Major imports from Canada, 1987 ($m)

	Canada	Ontario
Synthetic rubber & plastic	30.5	26.0
Industrial machinery	24.5	23.3
Telecommunication equipment	9.2	8.2
Engines	5.5	3.5
Office machinery	3.1	1.4
Electric generators	1.1	1.1

BUSINESS INFORMATION

Import regulations: The government controls imports through tariffs which vary according to the type of goods concerned, but may be as high as several hundred percent. Importers require an import licence; companies which do not have a licence may use an importing agent. The import of some products – including heavy equipment, automotive spares, consumer electronics, textile machinery, industrial machinery and chemical and metal products – is restricted to state trading companies.

Documentation: Shipments to Indonesia require a commercial invoice, bill of lading or airway bill, marine insurance certificate if insurance is arranged abroad, certificate of origin, sanitary certificate (where applicable), manufacturer's certificate and packing list. All imports valued at US$5,000 or above also require a certificate of inspection issued by the Société Générale de Surveillance.

Patents and trademarks: Indonesia does not have a patent law. Applications for patents can be filed with the Ministry of Justice. Exclusive trademark rights are granted to the company which first uses the trademark in Indonesia. First use is established by registering the trademark with the Directorate of Patent and Copyright, Department of Justice.

Exchange controls: Capital invested by foreigners may be exported in the original currency at the prevailing exchange rate. Also transferable are accrued profits, expatriate employment costs, costs related to training Indonesians abroad, depreciation of capital items and compensation for nationalization.

Foreign investment: Foreign private direct investment is welcomed, especially in areas where Indonesia lacks capital, technology or management skills. The Investment Co-ordinating Board (BKPM) provides advice for investors; guidelines and procedures are frequently updated. All foreign investment must be undertaken in a joint venture with an Indonesian partner. Initial Indonesian investment must generally be at least 20% unless the project involves high risk, large amounts of capital or high technology, or is in a remote area, or exports all its output. Joint ventures must normally revert to majority Indonesian ownership within 10 years, although extensions may be granted. Only Indonesian citizens may own land.

Types of business: Foreign investors must set up a limited liability company – Perseroan Terbatas (PT) – through an Indonesian notary. The Ministry of Justice must approve the Deed of Establishment.

IF YOU GO

Passports and visas: A passport valid for at least six months is required. Nationals of most western countries,

including Canada, may stay for up to 60 days as tourists. A visitor's visa valid for 3 months may be obtained through embassies and consulates abroad. In some cases embassies and consulates can issue proxy visas valid for 5 weeks. Foreigners will be granted resident visas only if they work in occupations that cannot be filled by Indonesian nationals.

Health regulations: Yellow fever inoculation is required for visitors travelling from an infected area. Malaria, hepatitis, typhoid and cholera exist in Indonesia, and appropriate measures should be taken. Vaccination against tetanus and polio is advisable.

Currency regulations: There are no exchange controls on foreign currency or travellers' cheques although large amounts of foreign currency should be declared on arrival. The import or export of Indonesian currency exceeding Rp50,000 is forbidden.

Climate and dress: The country is equatorial, and temperatures are uniform all year, varying from about 30C during the day to 24C at night. Coastal areas are very wet. Business wear for men is a shirt, slacks and tie, or safari suit. Women should avoid scanty clothing which may offend Muslim sensibilities.

Getting there: International airlines serve the capital, Jakarta, and some also fly to Denpasar, Medan and Palembang. From Toronto flights are by way of Singapore via London.

Customs: Visitors may bring in 200 cigarettes or 50 cigars or 100 grams of tobacco, a reasonable quantity of perfume, two litres of alcohol, and personal effects. Items such as cameras, radios, and binoculars may be brought in with Customs permission. All literature may be inspected and impounded. It is illegal to import literature in Bahasa Indonesia, or in Chinese characters (Korean and Japanese literature may also cause problems).

Local time: Indonesia has three time zones:
West Indonesian Standard Time, covering Sumatra, Java, Madura and Bali is 7 hours ahead of GMT (12 hours ahead of Ontario);
Central Indonesian Standard Time, covering Kalimantan, Sulawesi, Lombak, Sumbawa, Sumba,

Flores and Timor is 8 hours ahead of GMT (13 hours ahead of Ontario);
Eastern Indonesia Standard Time, covering Maluku and Irian Jaya, is 9 hours ahead of GMT (14 hours ahead of Ontario).
Local travel: Several airlines link all the main cities in Indonesia. Java and Sumatra have a rail network. Roads on the main islands are of fair standard, though busy. There are frequent sailings between the islands. Except in Jakarta, taxi services are poor and self-drive car hire is almost unknown. Car hire with driver can usually be arranged through hotels.
Communications: International direct dialing is available to more than 50 countries. Direct dialing is available in Jakarta and some other cities for internal long distance calls. International telex facilities are available. All mail should be registered. Overseas airmail to and from Jakarta is reliable, but internal letters can suffer delays.
Hotels: Jakarta, Surabaya, Jogjakarta and Bali have international hotels, which can be expensive. Elsewhere hotel accommodation is simpler.
Utilities: 200 volt AC electricity is used in Jakarta; elsewhere it is generally 110 volts, 50 cycles.
Hours of business: Most offices are open six days a week (not Sundays).

Government offices	0800-1500 Mon-Thurs 0800-1100 Fri 0800-1400 Sat
Commercial	0900-1500 1400-1700 Mon-Fri 0900-1300 Sat
Foreign banks	0800-1300 Mon-Fri 0800-1100 Sat
Local banks	0800-13000 1400-1500 Mon-Fri 0800-1100 Sat
Shops	0900-1730 or 2200

Public holidays: Many national holidays are governed by the lunar calendar.

New Year's Day	1 Jan
Saka New Year's Day (varies)	
Good Friday (varies)	
Lailat Al-Mi'raj (varies)	
Ascension Day (varies)	
Waisak Day (varies)	
Eid Al Fitr (varies)	
Eid Al-Adha (varies)	
Hejra New Year (varies)	
Maulid An-Nabi (varies)	
Christmas Day	25 Dec

Religion: Islam is the majority religion although Hindu predominates in Bali. There are also about 18 million Christians of various denominations.

COUNTRY

Size: 5,765 square kilometres.
Population: 221,900.
Language: Malay is the official language, but English is widely spoken.
Government: The state is ruled by HM Sultan Hassanal Bolkiah, who is Prime Minister, Minister of Finance and Minister of Internal Affairs. Brunei became an independent state in 1983, ending a long history of administration by the United Kingdom dating back to the arrival of the East India Company in the sixteenth century. At that time Brunei was the centre of a powerful empire covering most of the northern part of the island of Borneo and reaching into the Philippines. In 1410 a descendant of the Prophet Mohammed brought Islam to the island, and this remains the basis of Brunei's culture today.
Currency: The Brunei dollar, divided into 100 cents.

ECONOMY

GDP: $4.7 billion (1985 estimate), or 1% of Canada's GDP.
GDP growth rate: 0.45%, 1983-84 (current prices). About three quarters of GDP is generated by oil and gas. Brunei does not suffer from crises in the international oil market to the same extent as other oil-exporting nations as the government budget is very small, there is no external debt and no balance of payment problems. The per capita GDP is one of the highest in the world.
Inflation rate: 0.8% (Jan 1986). Prices are strictly controlled and inflation is generally low.

TRADE

Trade with rest of world, 1985 est. ($m)

Exports	3,748
Imports	705
Balance	3,043

BUSINESS INFORMATION

Import regulations: Most items may be imported under a general open licence. Some goods (eg drugs, used vehicles) require a special licence. Customs tariffs are waived on all except luxury and non-development items.

Documentation: Normal commercial invoices are required to support customs declarations.

Patents and trademarks: Patents are registered only in confirmation of British patents, and must be applied for within 3 years of taking out the British patent. Trademark registration lasts 7 years and may be renewed for 14-year periods.

Exchange controls: None.

Foreign investment: Foreign companies are most likely to find investment opportunities in the energy and construction industries. The government has a policy of 'Bruneisation' and prefers joint ventures set up with local business people. The Economic Development Board is charged with promoting new industries, such as pharmaceuticals, cement, aluminum, steel and chemicals, in the form of tax holidays and waivers of import duties.

Types of business: Limited companies must either be incorporated or registered as a branch of a foreign limited company with Brunei Register of Companies. A public company must ensure that half its directors are Bruneians or locally resident. There is no restriction on foreign share in the equity, but local participation is encouraged. Partnerships and joint ventures must be registered with the Registrar of Business Names. Business licences are only required for a few types of business, such as banks, motor insurers and liquor retailers.

IF YOU GO

Passports and visas: A valid passport is required. Canadian nationals may enter for a social visit of up to 14 days without a visa; UK nationals, and nationals of Singapore and Malaysia, may enter for a social visit of up to 30 days without a visa. All visitors must have an onward ticket and sufficient money to support themselves while in Brunei.

Health regulations: Visitors should have a valid cholera certificate, although the disease is rare in Brunei. Malaria has been eradicated there. Tap water is safe to drink, except in the monsoon season (November to February).
Currency regulations: None.
Climate and dress: Brunei is hot and wet. Temperatures range from 23C to 35C, and humidity averages 82% all year. The monsoon season lasts from November to February. Light clothing is the norm; men need jackets only when calling on government officials. Women should respect Muslim sensibilities about dress.
Getting there: Royal Brunei Airlines operates regular services to centres such as Singapore, Manila, Bangkok, Hong Kong and Darwin. Singapore Airlines, Malaysian Airline System and Philippine Airlines also fly into Brunei.
Customs: Visitors can bring in duty free one quart of beer, wine and spirits, half a pound of tobacco or 200 cigarettes and cosmetics. Personal belongings and portable items are usually allowed in duty free also.
Local time: Brunei time is 8 hours ahead of GMT (13 hours ahead of Ontario).
Local travel: Taxis can be hired from the international airport to all parts of Brunei; fares are reasonable. Self-drive car hire is available.
Hotels: There is only one hotel of international standard in Brunei – the Sheraton Utama. Rooms in other hotels will generally have air conditioning, telephones and bathrooms.
Utilities: Electricity operates on 230 volts, 50 cycles.
Hours of business: Government offices are closed on Fridays and Sundays. Shops are open 6 or 7 days a week. Banks and most commercial offices close on Saturday afternoons and Sundays.

Government offices	0745-1215 1330-1630 0900-1500 Mon-Fri
Banks	0900-1500 Mon-Fri 0900-1100 Sat
Business	0800-1200 1315-1700
Shops	0730-1900 or 2200

Public holidays: Some holidays vary according to the lunar calendar.

New Year's Day	1 Jan
Chinese New year (varies)	
National Day	23 Feb
Me'raj (varies)	
Good Friday	1 Apr (1988)
First Day of Ramadan (varies)	
Anniversary of the Revelation of the Koran (varies)	
Hari Raya Puasa (varies)	
Anniversary of the Royal Brunei Armed Forces (varies)	
Banks' half-yearly closing	30 June
Sultan's Birthday	15 July
Hari Raya Haji (varies)	
First Day of the Hijrah (Muslim New Year) (varies)	
Maulud (varies)	
Christmas Day	25 Dec
Banks' yearly closing	31 Dec

Religion: Sunni Islam is the dominant religion; most other religions are allowed.

Ontario has a long history of trading with Australia, and the Ministry has led missions to country for over 30 years. Australia is Ontario's fifth largest trading partner.

COUNTRY

Size: 7.7 million square kilometres.
Population: 16 million, growing at a rate of about 1.7% per year.
Language: English.
Government: Australia is an independent self-governing democracy. It consists of a federation of six states – New South Wales, Victoria, Queensland, South Australia, Western Australia and Tasmania – and two internal territories, the Australian Capital Territory (administered by the central government) and the Northern Territory, which is self-governing. The Australian Parliament consists of the Sovereign (represented by the Governor-General), the Senate and the House of Representatives, headed by the Prime Minister. Two main political groups contest the federal elections, the Liberal-National Country Party coalition, and the Australian Labor Party. Australia is a member of the Commonwealth, although all constitutional links with the UK were severed in 1985. These links began in 1770 when Captain Cook claimed Victoria, New South Wales and Queensland for King George III of England. Colonization began after Britain lost her American possessions. The population grew rapidly in the nineteenth century, especially after gold was discovered in 1851. Progress towards self-government began in the early years of Australia's modern history, with the first constitutional charter granted to New South Wales in 1823. The Commonwealth of Australia came into being in 1901. The Federal Parliament moved to the new capital city, Canberra, in 1927.
Currency: The Australian dollar, divided into 100 cents.

ECONOMY

GDP: $198.2 billion (1985), or 56% of Canadian GDP.
GDP growth rate: Averaged 4.6% a year, 1982-85 (constant prices). After suffering the combined effects of world recession and a prolonged drought at the

beginning of the decade, the economy recovered strongly in 1984. Slower growth since then has reflected a fall in world prices for major commodities such as coal, oil, wheat and sugar, leading to balance of payments problems, currency devaluation and a tight monetary policy. The Australian government aims to reduce the country's reliance on primary products and strengthen its manufacturing sector.

Inflation rate: 6-7% in 1986 (estimated), a drop of 1% from 1985. The government intends to lower the inflation rate further by limiting the money supply. It has also agreed with the Australian trades unions that wage increases should be less than the rate of inflation.

TRADE

Trade with rest of world, 1987 ($m)

Exports	34,863
Imports	35,620
Balance	–756

Trade with Canada, 1987 ($m)

	Canada	Ontario
Exports	564	158
Imports	702	210
Balance	–138	–52

Major exports to Canada, 1987 ($m)

	Canada	Ontario
Metals	232.3	39.7
Meat	103.8	37.7
Fruit products	25.5	28.9
Raw sugar	67.8	23.5

Major imports from Canada, 1987 ($m)

	Canada	Ontario
Automotive parts	25.4	22.8
Telecommunication equipment	24.4	17.0
Office machinery	15.5	13.2
Textiles	7.9	7.7
Mining machinery	14.3	7.6

BUSINESS INFORMATION

Import regulations: There is a two-tier tariff, with many goods from declared preference countries and developing countries being subject to the lower rate. Duties may be reduced for goods not produced in Australia. Antidumping duties may be imposed where local industry is threatened. Some goods are subject to quota or licence, including textiles, air conditioners, cars and some other vehicles. Many goods, especially plants, are subject to environmental control including quarantine.

Documentation: Imports require invoice, bill of lading and insurance policy (for c.i.f. and c & f shipments). Stamp duty varies from state to state and is payable on the value of bills but not on documents.

Patents and trademarks: Patents are granted for 16 years from date of application. Trademarks may be registered initially for seven years and reregistered for periods of 14 years.

Exchange controls: None.

Foreign investment: The Australian Government encourages foreign investment but protects national interests by emphasizing Australian participation. This policy is administered by the Foreign Investment Review Board (FIRB). Minimum Australian equity participation is specified for mineral and agricultural projects; guidelines exist for financial services and real estate projects; no guidelines apply to manufacturing, services and resource processing industries. Foreign companies and individuals must notify the FIRB if buying substantial holdings in Australian companies.

Types of business: Businesses may be operated by individuals, trusts or companies, or by partnerships or joint ventures. The limited liability company is the most

usual vehicle; it may be limited by shares or guarantee. Companies limited by shares may be public or proprietary (private).

IF YOU GO

Passports and visas: Visitors require a passport valid for three months longer than their stay in Australia. Visas are required for Canadian nationals. Visitors may have to show a return ticket on arrival, and evidence of having enough money for their stay.
Health regulations: Visitors need yellow fever, cholera and typhoid vaccinations if they have been in an infected area in the two weeks before arrival in Australia.
Currency regulations: There are no restrictions on taking currency into or out of the country.
Climate and dress: The climate is tropical in the north, desert in the interior, and temperate in the south. Summer temperatures in the south reach 28-30C, and winter temperatures rarely fall below zero. In the north seasonal variations are smaller. Business wear is formal in the main cities, and men should wear jackets and ties in the better restaurants. Leisure wear is informal. In the north lightweight clothing is necessary all year round. In the south, warmer clothing is needed in winter.
Getting there: Twenty-three international airlines fly to Australia. The main international airports are Sydney and Melbourne, but there are also international airports at Adelaide, Darwin, Perth, Brisbane, Cairns, Townsville and Hobart. Flights to Australia from Toronto are via Vancouver, San Francisco or Los Angeles.
Customs: Visitors can bring in duty free 200 cigarettes, or 250 grams of tobacco or cigars, one litre of alcoholic drink, and personal effects such as a camera or portable radio. Dutiable goods to the value of A$200 (C$188) are duty free as personal baggage, and additional items to the value of A$160 (C$150) are dutiable at 20%.
Local time: Australia has several time zones. Victoria, New South Wales, Tasmania, Queensland and the Australian Capital Territory are 10 hours ahead of GMT (15 hours ahead of Ontario); South Australia and the Northern Territory are 9½ hours ahead of GMT (14½ hours ahead of Ontario); Western Australia is 8 hours ahead of GMT (13 hours ahead of Ontario).

Local travel: Air travel is common but expensive, although discounts to international visitors are available from Trans Australia Airlines and Ansett. There is an extensive and comfortable coach and rail network. Self-drive car hire is widely available. In cities, bus services are frequent; Sydney has a fast electric train service.
Communications: These are excellent, both within Australia and with the rest of the world.
Hotels: There is a wide range of hotel and motel accommodation. Advance booking is recommended.
Utilities: The electricity supply is mainly 240 volts 50 cycles AC, but DC is found in some rural areas. Plug fittings are a three-pin type unique to Australia and New Zealand, but hotels usually offer universal outlets suitable for 110 volts for shavers, etc.

Hours of business:

Government offices	0900-1700 Mon-Fri
Banks	0930-1600 Mon-Thur
	0900-1700 Fri
Commercial offices	0900-1700 Mon-Fri
Shops	0900-1730 Mon-Fri
	0900-1200Sat

Public holidays: These vary from state to state. National holidays in 1988 are

New Year's Day	1 Jan
Australia Day (varies)	26 Jan
Good Friday (varies)	1 Apr
Easter Saturday (varies)	2 Apr
Easter Monday (varies)	4 Apr
Anzac Day	25 Apr
Queen's Birthday (varies)	13 June
Christmas Day	25 Dec
Boxing Day	26 Dec

Religion: No official religion, but Christianity is practiced by the majority.

Ontario has a long trading relationship with New Zealand. The Ministry is encouraging joint ventures in specific industry sectors, following a similar initiative in Australia.

COUNTRY

Size: 269,000 square kilometres.
Population: 3.3 million, growing at less than 1% a year.
Language: English.
Government: New Zealand is a constitutional monarchy. The Queen is represented by the Governor-General, who is guided by the advice of the Prime Minister and his Cabinet. The unicameral House of Representatives exercises legislative power; its 95 members are elected for 3 years. The main political parties are the Labor Party and the National Party.
Currency: The New Zealand dollar, divided into 100 cents.

ECONOMY

GDP: $25 billion, or 5.5% of Canada's GDP.
GDP growth rate: 2.9% annual average, 1981-85. Expansionary policies in the late 1970s and early 1980s raised the growth rate to 4.7% in 1981. In 1982 it fell back to 0.5% because of tight monetary policy, adverse terms of trade and falling external demand. A recovery, fuelled by the upturn in the world economy, began in 1983 and continued into 1985, helped by a 20% devaluation of the New Zealand dollar.
Inflation rate: 13%, 1986. New Zealand's inflation rate has recently been among the highest in the OECD. Between 1982 and 1984 the government imposed a wage and price freeze, which together with other measures brought inflation as low as 5%. The lifting of controls by the new government in 1984 allowed inflation rates to climb steadily once more, although weak oil prices dampened inflationary pressures in 1986.

TRADE

Trade with rest of world, 1987($m)

Exports	9,667
Imports	8,901
Balance	766

Trade with Canada, 1987 ($m)

	Canada	Ontario
Exports	200	83
Imports	140	60
Balance	60	23

Major exports to Canada, 1987 ($m)

	Canada	Ontario
Meat	104.4	39.0
Fresh fruits	30.9	18.3
Dairy produce, eggs & honey	7.7	5.1
Industrial machinery	3.7	3.7
Marine produce	4.0	3.1

Major imports from Canada, 1987 ($m)

	Canada	Ontario
Telecommunication equipment	9.5	8.2
Office machinery	6.2	5.6
Synthetic rubber & plastic	7.3	3.6
Yarn, thread, rope	3.2	2.9
Medical goods	3.2	2.7
Textiles	3.3	2.3

BUSINESS INFORMATION

Import regulations: Most import licencing is due to be removed by 1988. Tarifs are usually on an *ad valorem* basis with few specific duties.
Documentation: Custom regulations prescribe set forms of invoice for imported goods.
Patents and trademarks: Patents are granted for 16 years; trademarks are registered for seven years and may be renewed for 14-year periods.
Exchange controls: Purchases and sales of foreign

currency can be made freely by New Zealand residents. Dividends and interest may be remitted abroad with the consent of the Reserve Bank of New Zealand.
Foreign investment: Foreign investment is welcomed, although the government gives preference to projects that benefit the economy – through using new technology, reaching new export markets, boosting economic growth or employment, making industry more competitive or improving the balance of payments. Every overseas company hoping to do business in New Zealand must obtain the consent of the Overseas Investment Commission. Maximum possible local equity participation is preferred, although 100% foreign ownership is possible with the consent of the OIC.
Types of business: Foreign investors can operate through a company or corporation, a branch of a foreign corporation, a partnership, a joint venture or a sole proprietorship.

IF YOU GO

Passports and visas: All visitors (except some Australians) require a valid passport. Visas are not required for Canadian citizens entering as tourists for up to six months. People wishing to enter for any other purpose require a visa obtained in advance of entry. All visitors must have an onward ticket and enough money to support themselves while in the country.
Health regulations: No vaccination certificates are required.
Currency regulations: There are no restrictions on bringing foreign or New Zealand currency into the country. Approval from the Reserve Bank of New Zealand is required to export funds. The unused balance of foreign currency brought into the country may be exported with formal authority from an authorized bank. Unused New Zealand currency may be reconverted into foreign exchange and exported.
Climate and dress: The climate ranges from subtropical in the north to temperate in the south. Rainfall is spread evenly throughout the year. The seasons are the reverse of those in the northern hemisphere. Business wear is similar to that in North America. Dress is casual for most social occasions.

Getting there: Several international airlines fly into Auckland, and there are connections for Wellington and Christchurch. Visitors from Toronto can fly directly or via Vancouver, San Francisco or Los Angeles.
Customs: Visitors can bring in duty free 200 cigarettes or 250 grams of tobacco or 50 cigars, or an assortment of these up to 250 grams; 4.5 litres of wine or beer; one 1125ml bottle of spirits; personal clothing and effects.
Local time: New Zealand is 12 hours ahead of GMT (17 hours ahead of Ontario).
Local travel: New Zealand has a comprehensive network of air, road and rail transport. Self-drive or chauffeur driven cars are readily available. Taxis in cities and towns operate from stands or on call by telephone.
Communications: Local, long distance and overseas telephone calls can be made by direct dialing. Telegraph and telex facilities are available at post offices.
Hotels: There is a wide range of accommodation, from first class hotels to motels and guest houses.
Utilities: Electricity is 230 volts, 50 cycles AC. Most hotels provide sockets for 110 volt AC appliances.
Hours of business:

Banks	0900-1600 Mon-Fri
Businesses	0900-1700 Mon-Fri
Shops	0900-1730 Mon-Thurs
	0900-2100 Fri

Most shops are open on Saturday mornings.
Public holidays: Provincial anniversaries are celebrated on different dates in different parts of the country. National holidays are:

New Year's Day	1 Jan
Waitangi Day	6 Feb
Good Friday (varies)	1 Apr (1988)
Easter Monday (varies)	4 Apr (1988)
Anzac Day	25 Apr
Queen's Birthday	1st Mon in June
Labor Day	4th Mon in Oct
Christmas Day	25 Dec
Boxing Day	26 Dec

Religion: Christianity.

WHERE YOU CAN GET MORE INFORMATION

For more information on how the Ministry of Industry, Trade and Technology can help you, please contact your nearest Government of Ontario office, or the MITT head office in Toronto.

MITT head office:

Pacific Rim Branch
Industry and Trade Expansion
Ministry of Industry, Trade and Technology
Hearst Block
900 Bay Street
Toronto, Ontario
M7A 2E1
Telephone: (416) 965-5701
Telex: 06-219786 TRADIN TOR
Facsimile: (416) 963-1526

Government of Ontario offices around the province:

Metro Toronto
Suite 480, 5 Fairview Mall Drive
Willowdale Ontario M2J 2Z1
(416) 491-7680

Orillia
Box 488, 2nd Floor Sterling Trust Bldg
73 Mississauga Street
Orillia Ontario L3V 6K2
(705) 325-1363

Hamilton
1 James Street North
Hamilton Ontario L8R 2K3
(416) 521-7783

St. Catharines
80 King Street, Suite 801
St. Catharines Ontario L2R 7G1
(416) 688-1454

Peel
11th Floor, 4 Robert Speck Parkway
Mississauga Ontario L4Z 1S1
(416) 279-6515

Ottawa
Suite 404, 56 Sparks Street
Ottawa Ontario K1P 5A9
(613) 566-3703

Brockville
2211 Parkdale Avenue
Brockville Ontario K6V 6B2
(613) 342-5522

Kingston
Suite 308, 1055 Princess Street
Kingston Ontario K7L 5T3
(613) 545-4444

Peterborough
139 George Street North
Peterborough Ontario K9J 3G6
(705) 742-3459

London
Suite 607, 195 Dufferin Avenue
London Ontario N6A 1K7
(519) 433-8105

Windsor
Room 227, Ontario Government Building
250 Windsor Avenue
Windsor Ontario N9A 6V9
(519) 252-3475

Kitchener
Suite 507, 305 King Street West
Kitchener Ontario N2G 1B9
(519) 744-6391

Owen Sound
Suite 104, Nor-Towne Plaza
1131 Second Avenue East
Owen Sound Ontario N4K 1J1
(519) 376-3875

Sault Ste. Marie
2nd Floor, 500 Bay Street
Sault Ste. Marie Ontario P6A 1X4
(705) 945-8300

Sarnia
Suite 801, Polysar Building
201 Front Street North
Sarnia Ontario N7T 7T9
(519) 332-5030

Sudbury
4th Floor, 199 Larch Street
Sudbury Ontario P3E 5P9
(705) 675-4330

North Bay
147 McIntyre Street
North Bay Ontario P1B 2Y5
(705) 472-9660

Timmins
273 Third Avenue, Suite 200
Timmins Ontario P4N 1E2
(705) 264-5393

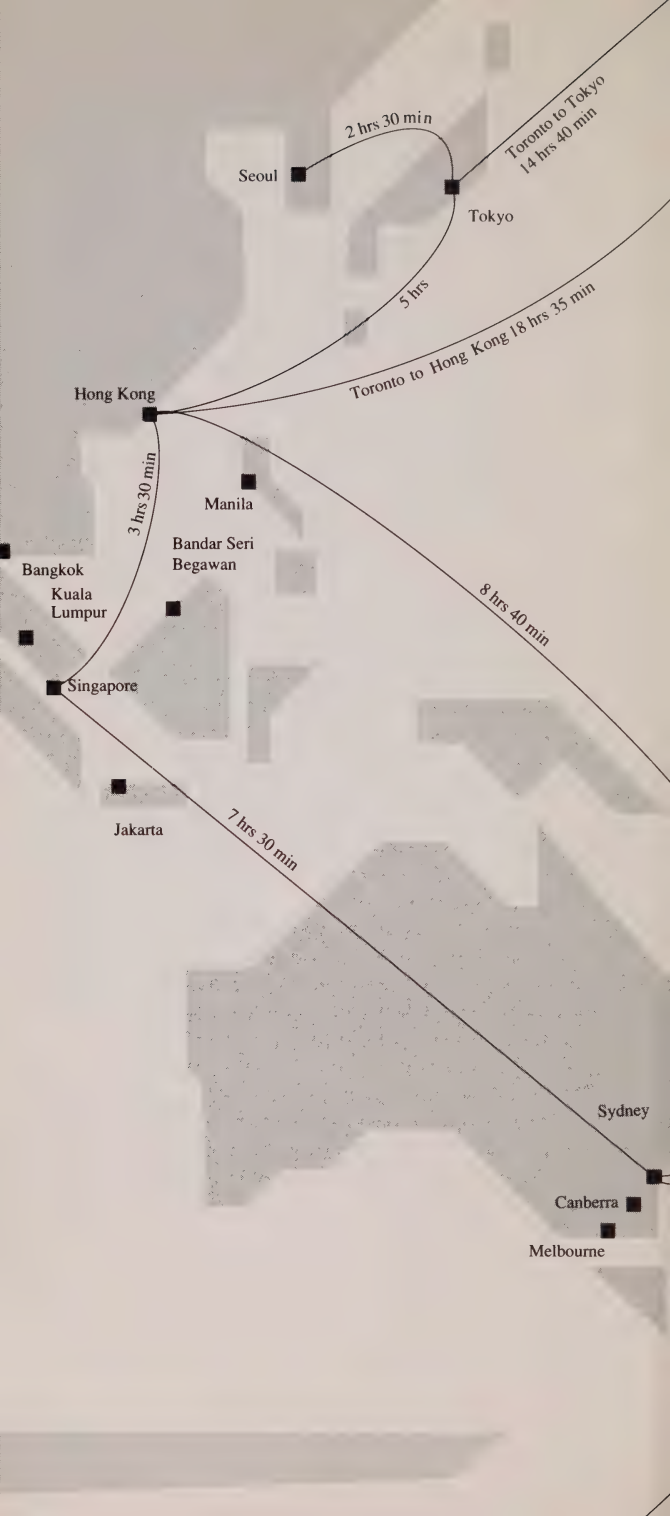
Thunder Bay
Ontario Government Building
P.O. Box 5000, 435 James Street South
Thunder Bay Ontario P7C 5G6
(807) 475-4088

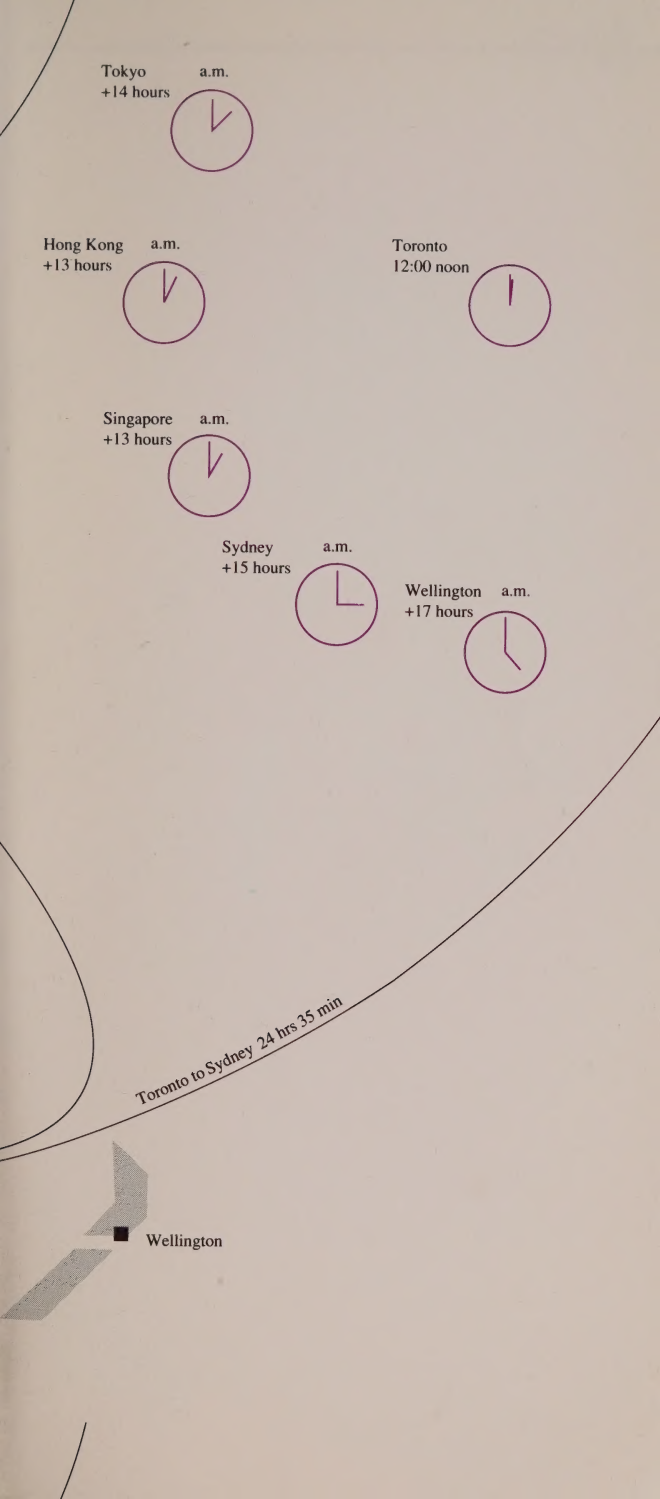
Government of Ontario offices in the Pacific Rim:

Tokyo Office
Ontario House
World Trade Centre Building
Suite 1219
4-1 Hamamatsu-cho 2-chome
Minato-ku, Tokyo 105, Japan
Telephone: 011-81-3-436-4355
Telex: 72-27145
Facsimile: 011-81-3-436-2735

Singapore Office
Ontario Government
Liat Towers
Suite 10-03
541 Orchard Road
0923 Singapore
Telephone: 011-65-732-4567
Telex: 87-56941
Facsimile: 011-65-737-1622

Seoul Office
The Canadian Embassy
10th Floor, Kolon Building
45 Mugyo-Dong Jung-ku
C.P.O. Box 6299
Seoul 100, Korea
Telephone: 011-82-2-753-2605/8
Telex: K274-25
Facsimile: 011-82-2-755-0686


2 hrs 30 min
Seoul
Toronto to Tokyo
14 hrs 40 min
Tokyo
5 hrs
Toronto to Hong Kong 18 hrs 35 min
Hong Kong
3 hrs 30 min
Manila
Bandar Seri
Begawan
Bangkok
Kuala
Lumpur
8 hrs 40 min
Singapore
Jakarta
7 hrs 30 min
Sydney
Canberra
Melbourne


Tokyo a.m.
+14 hours
Hong Kong a.m.
+13 hours
Toronto
12:00 noon
Singapore a.m.
+13 hours
Sydney a.m.
+15 hours
Wellington a.m.
+17 hours
Toronto to Sydney 24 hrs 35 min
Wellington

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